

To: Macleod, Stephen  
From: Tanchyk, R  
Posted: 5/2/98 12:10  
Opened: 5/4/98 9:14  
Subject: TEAR TAPE

DEAR STEPHEN,

JUDY HAS SENT ME THE LIST OF ACCOUNTS FOR FINKLE AND STANDARD-ROSENBAUM ON THE SALEM TEAR TAPE PROGRAM. WE HAVE THE ABILITY (BY MAY 11TH) TO MAKE ADJUSTMENTS TO EACH PARTICIPANT'S ALLOCATION. I INTEND DISCUSS THE STORE LISTS WITH MY CONTACTS AT STANDARD & FINKLE, HOWEVER IF THERE ARE ISSUES OR SITUATIONS THAT HAVE OCCURED THAT RJR REPS WANT TO ADJUST ON THIS PROGRAM FOR A SPECIFIC STORE- THEN I NEED TO BE CONTACTED NOW SO THAT WE GIVE JUDY TIME TO ADJUST. PLEASE FORWARD TO APPROPRIATE SALES REPS WITH A DIRECTIVE THAT IF THEY WANT ADJUSTMENTS WE NEED TO KNOW ASAP.

THANKS, RICH

CC: Keeney, David, Norris, Chuck H., Campbell, Judy

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